

Pinnacle

RECRUITING CLUB

EMBRACE THE CHALLENGE.
REAP THE REWARDS.

Start now.

SPEAK WITH YOUR MGA,
RGA, OR SGA TO BEGIN.

Program Overview

DEFINITIONS

ELIGIBLE RECRUIT

An eligible Personal Recruit is defined as having been recruited through personal relationships or happenstance introduction such as personal acquaintances, friends, family, neighbors, waitresses, mall or retail workers, connections on social media, and referrals obtained from recruiting during the presentation.

INELIGIBLE RECRUIT

Candidates recruited through any structured or existing recruiting system — RMS, sponsored social media ads, career fairs, Internet ads, job boards (such as Monster, CareerBuilder, Craigslist, etc.), kiosk placements, event recruiting, etc. — do not qualify for this program.

- Qualified Personal Recruits earned from 2021 to 2024 will accumulate to achieve each level.
- Qualification is on a rolling 3-year basis (no time limit for Pinnacle Lifetime Executive qualification).
- There is no limit to the number of Personal Recruits the recruiting agent may have.

\$ 750 BONUS

to the Recruiting Agent when a Personal Recruit writes and submits \$1,500 net ALP within the Recruiting Agent's first 90 days of tenure

\$ 250 BONUS

to the Recruiting Agent when a Personal Recruit writes and submits \$1,500 net ALP after the Recruiting Agent's first 90 days

Bonus Potential figures shown in the Incentives and Rewards Structure section below are contingent upon when during contract tenure the Recruiter's Personal Recruits qualify for the program. Ask your manager for specific details.

Incentives and Rewards Structure



BRONZE STATUS 2 PERSONAL RECRUITS

PRIZES

Swag Box (Company-branded tumbler, polo, pen)

MEMBER BENEFITS

Convention credits for calendar year Personal Recruits

\$750-\$1,500 TOTAL BONUS POTENTIAL



SILVER STATUS 5 PERSONAL RECRUITS

PRIZES

- Silver Level plaque and lapel pin
- One item from our Silver Level Catalog

MEMBER BENEFITS

- Reserved seating at next qualifying Globe Life University Leadership Academy
- Special recognition at Globe Life University Leadership Academy
- Convention credits for calendar year Personal Recruits

\$1,250-\$3,750 TOTAL BONUS POTENTIAL





GOLD STATUS 10 PERSONAL RECRUITS

PRIZES

- Gold Level plaque and lapel pin
- One item from our Gold Level Catalog

MEMBER BENEFITS

- Room credit/room upgrade at next qualifying Globe Life University Leadership Academy
- Reserved seating at next qualifying Globe Life University Leadership Academy
- Special recognition at Globe Life University Leadership Academy
- Convention credits for calendar year Personal Recruits

\$2,500-\$7,500 TOTAL BONUS POTENTIAL



PLATINUM STATUS 15 PERSONAL RECRUITS

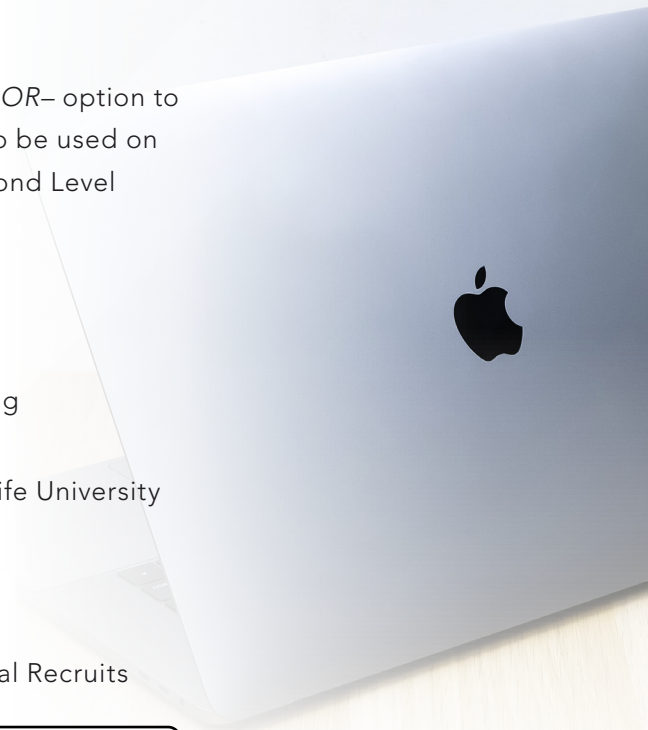
PRIZES

- Platinum Level plaque and lapel pin
- One item from our Platinum Level Catalog –OR– option to forego gift in exchange for a \$1,500 credit to be used on Diamond Level Trip once qualified for Diamond Level

MEMBER BENEFITS

- Special welcome cameo from the CEO
- Private transfer at next Convention¹
- Room credit/room upgrade at next qualifying Globe Life University Leadership Academy
- Reserved seating at next qualifying Globe Life University Leadership Academy
- Special recognition at Globe Life University Leadership Academy
- Convention credits for calendar year Personal Recruits

\$3,750-\$11,250 TOTAL BONUS POTENTIAL





DIAMOND STATUS 25 PERSONAL RECRUITS

PRIZES

- Diamond Level plaque and lapel pin
- One trip option from our Diamond Level Travel Catalog (approximate prize value \$5,000)

MEMBER BENEFITS

- Room upgrade at next Convention¹
- Priority seating for Convention Awards Presentation¹
- Special welcome call from the CEO
- Private transfer at next Convention¹
- Room credit/room upgrade at next qualifying Globe Life University Leadership Academy
- Reserved seating at next qualifying Globe Life University Leadership Academy
- Special recognition at Globe Life University Leadership Academy
- Convention credits for calendar year Personal Recruits

\$6,250-\$18,750² TOTAL BONUS POTENTIAL





PINNACLE STATUS 50 PERSONAL RECRUITS

PRIZES

- Pinnacle Level trophy and lapel pin
- One trip option from our Pinnacle Level Travel Catalog –OR– one option from our Pinnacle Level Executive Catalog (approximate prize value \$10,000)

MEMBER BENEFITS

- Automatic Convention qualification in the year achieved³
- Room upgrade at next Convention¹
- Priority seating for Convention Awards Presentation¹
- Special welcome call from the CEO
- Private transfer at next Convention¹
- Room credit/room upgrade at next qualifying Globe Life University Leadership Academy
- Reserved seating at next qualifying Globe Life University Leadership Academy
- Special recognition at Globe Life University Leadership Academy
- Convention credits for calendar year Personal Recruits

\$12,500–\$37,500⁴ TOTAL BONUS POTENTIAL

Prize Options



SILVER STATUS

Amazon® Echo Show & Dot
Beats® Powerbeats® Headphones
Entertainment System
Bang & Olufsen® Speaker
Portable Laptop Screen
Bose® SoundLink® Revolve II Speaker
Samsung® Tablet
Sonos® Speaker
Bose® Sport Earbuds
Apple® AirPods Pro
Tumi Travel Duffel
Coach® Men's Watch
Coach® Ladies' Watch
Tory Burch® Ladies' Watch
Emporio Armani® Men's Watch



PLATINUM STATUS

David Yurman® Men's Bracelet
Acer® Laptop & Bose® Set
Sonos® Soundbar
Sony® 4K Smart Television
Apple® MacBook Air®
Apple® iPad Pro
Tumi® Brief & Satchel
Tory Burch® Handbag
Kitchen Aid® Collection
Nordstrom \$1000 Gift Card
Apple® S7 Watch 41mm
Apple® S7 Watch 45mm
Gucci® Ladies' Watch
Gucci® Men's Watch
\$1,500 Credit towards Diamond Trip⁵



GOLD STATUS

Montblanc® Pen
Dyson® Hair Dryer
Sonos® Speaker System
Bose® Headphones
iRobot® Roomba™ Vacuum
TCL® Roku® Television
Sonos® Soundbar
Media Package
Apple® iPad with Cellular
Victorinox® Luggage
Cuisinart® Kitchen Set
Amazon \$500 Gift Card
Nordstrom \$500 Gift Card
Apple® S7 Watch 41mm
Apple® S7 Watch 45mm



Trip Options

DIAMOND STATUS

Trip Options: 7-day California Coast Cruise, Hawaiian Holiday, Breckenridge Ski Trip (2 Epic ski passes), Universal Orlando Vacation, 7-day Mexican Rivera Cruise, Los Cabos Beach Resort, Cancun Beach Resort, Bahamas Resort Vacation, and San Juan, Puerto Rico Vacation

PINNACLE STATUS |

Trip Options: Mediterranean Cruise, Alaskan Cruise, Guided Tour of Ireland, and European Rail Tour. If no trip is selected then choose from one of the following: Rolex® Submariner or Lady-Datejust, \$10,000 CASH Payout, or Peloton® Bike with 1 year subscription

TERMS AND CONDITIONS: An electronic verification form (online or PDF version) must be submitted to Home Office for each Personal Recruit, and be digitally signed by the Personal Recruit, the Recruiting Agent, and the SGA. All Personal Recruit submissions will be scrubbed against RMS. A Personal Recruit obtains an agent number after the Personal Recruit files paperwork correctly and has their application approved. Please see Definitions (above) for Personal Recruits that qualify for Pinnacle Recruiting incentives. Any Agent or Manager violating these terms and conditions may be subject to suspension from the program.

Brands represented in prize photos does not imply endorsement by the brands. Individuals must be actively contracted with the Company when claiming prizes. Prizes are subject to tax and may change based on availability. Travel prizes may vary depending on travel restrictions. Members who receive travel prizes are encouraged to keep abreast of current travel restrictions. Travel prizes must be redeemed within 12 months of award and are non-transferrable. Certain prizes may not be available to New Zealand agents due to region-specific regulations.

¹ Must qualify for Convention to receive benefits | ² Must have combined Net ALP of \$250,000 from all qualifying Personal Recruits | ³ Must meet quality standards for automatic Convention qualification at Pinnacle Status | ⁴ Must have combined Net ALP of \$500,000 from all qualifying Personal Recruits | ⁵ Once qualified



APEX AWARD

QUARTERLY AWARD FOR SAs AND GAs

Five SAs and five GAs recognized per quarter based on how many eligible personal recruits become a New Associate in that quarter.



1ST–5TH PLACE QUARTERLY AWARDS

1st Place: Apex Award Trophy

2nd–5th Place: Apex Award Plaque

2x

DOUBLE REWARDS

Top 5 SAs and GAs receive Double Rewards in the Pinnacle Club that quarter.

Example: 5 Personal Recruits X Double Rewards = 10 Pinnacle Club Recruits



RECOGNITION

- You will be featured in *Spotlight* magazine
- You will be recognized in AIL's Social Media.
- For those who qualify for Convention: Stand to be recognized during Convention

Tie-breakers will be decided by the SA/GA with the most Net ALP from the Personal Recruit Codes within that quarter.



Join the elite Pinnacle Recruiting Club
for recognition, awards, and trips
that set you apart from the rest.

EMBRACE THE CHALLENGE.
REAP THE REWARDS.

Start now.

SPEAK WITH YOUR MGA,
RGA, OR SGA TO BEGIN.